



सत्यमेव जयते
Government of India
Ministry of Shipping

FICCI

Federation of Indian Chambers of
Commerce and Industry



All India Shippers Council

in association with **ASAPP**
CONFERENCES

National Conference on **Ports & Shipping**

"Transforming Indian Ports into World Class Facilities"

26 August 2010 - Intercontinental The Lalit, Sahar Airport Road, Mumbai



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An Overview

Over the years, maritime transport has emerged as a critical contributor to the trade competitiveness of a country. Consequently, for many countries with an adequate coastline, maritime infrastructure development has attracted significant investments, thereby influencing the pace, structure and pattern of development in the country.

India has an extensive coastline of around 7,500 kms. Around 95% (by volume) and 70% (by value) of external merchandise trade is carried out through maritime transport in the country. The shipping industry has grown in terms of physical and financial assets, human resources, knowledge base, operating processes and support infrastructure over the years. The total traffic handled at Indian ports (major plus minor) has increased at a CAGR of 9.9% from 460.1 million tons in FY04 to 738.2 million tons in FY09. The annual aggregate cargo-handling capacity of major ports increased from 574.77 MT per annum in 2008-09 to 599.00 MT in 2009-10. The Major Ports handled a total traffic of 560.96 Million Tonnes (MT) in the financial year 2009-10 an increase of 5.74% over 530.53 MT handled in 2008-09.

The projected traffic of Major Ports during 2011-12 is 615.70 MT, and a capacity of about 800 MT is required to meet this traffic. Indian ports today are operating at more than 90% capacity utilization. Therefore, huge amount of investment is needed in the major ports to boost the infrastructure in the next few years. Considering the importance of Indian ports in the foreign trade National Maritime Development Programme (NMDP) initiative is taken by the Ministry of Shipping. In which, 276 projects were identified with an estimated investment of Rs. 55804 crore at 2004-05 prices for implementation between 1 April, 2005 and 31 March 2012.

To encourage private investment in the port sector Ministry of Shipping opened up areas for private sector and offer concessions like 100% FDI for port development projects, 100% income tax exemption for a period of 10 years etc to the private players.

About Conference

The opportunities for private and foreign investment in port infrastructure projects across the country in coming years are immense. The government has already planned huge investments to meet the growing port infrastructure needs and large number of port infrastructure projects are coming up. In view of the significance of the sector and for highlighting the investment opportunities in Ports & Shipping Industry, Ministry of Shipping, Government of India, Federation of Indian Chambers of Commerce & Industry (FICCI) and All India Shippers Council (AISC) are jointly organising, in association with ASAPP Media Information Group, the National Conference on Ports & Shipping on 26 August, 2010 at Intercontinental The Lalit, Sahar Airport Road, Mumbai.





The Conference aims to mainly deliberate upon the procedural constraints faced by the maritime sector which impacts the ability to implement the port infrastructure projects and the requisite strategies and approach to ensure the development of the sector. The conference would also address diverse issues including policy issues, recent government initiatives, financing, etc. relating to the sector which would raise the concern of industry players for making conducive business environment. The sharing of national and international experience on enabling framework and support structure would be of vital importance to the industry players.

Focal Objectives

The one day conference, aims to broadly cover the following topical themes in various business sessions

- ❖ To enhance policy & legal framework for Ports & Shipping Industry
- ❖ To explore new potential areas in order to provide financial assistance to the port infrastructure players
- ❖ To discuss and find a way out for the sluggish implementation of port infrastructure projects
- ❖ To encourage Public Private Partnership (PPP) in the process of developing world class ports
- ❖ To share and assess experiences in the PPP projects to shape future growth



Organizing Committee

- | | | |
|-----------------|---|---|
| Chairman | - | Mr Michael Pinto , Former Secretary, Ministry of Shipping |
| Member | - | Mr D T Joseph , Former Secretary, Ministry of Shipping |
| Member | - | Mr S Hajara , CMD, Shipping Corporation of India Limited |
| Member | - | Mr Manab Majumdar , Assistant Secretary General, FICCI |
| Member | - | Mr Pratap Vijay Padode , MD & Editor-in-Chief, ASAPP Media Information Group |
| Member | - | Mr Vinod Giri , Principal, Industrial and Commercial Infrastructure, IDFC Private Equity |
| Member | - | Mr Vinod Bahety , Director (Corporate Finance), YES Bank Limited |
| Member | - | Mr Maruti S Jambagi , Business Head (Marine & Ports), Gammon India Limited |





Target Audience

- ❖ Policy Makers
- ❖ Government & Public Sector Undertakings /Intergovernmental Agencies
- ❖ Port & Terminal Operators (Port Trusts, Private Port & Terminal Operators etc.)
- ❖ Port Infrastructure Developers
- ❖ Shipping Lines
- ❖ Logistics /Supply Chain Companies
- ❖ Storage and warehousing providers
- ❖ Supply chain professionals
- ❖ Logistics and distribution experts
- ❖ Shippers, receivers and other buyers of transport services
- ❖ Private Investors (Domestic/International)
- ❖ Transport Sector Companies
- ❖ Construction Companies
- ❖ Consultancy Organizations
- ❖ Marine, Electrical & Mechanical Engineering Companies
- ❖ Financial Institutions and Banks
- ❖ IT Solutions Providers
- ❖ Academic & Research Bodies
- ❖ Trade Publication/ Media

Delegate Fee

For 1 or 2 delegate/s	Rs 10,000/- + 10.30% Service Tax (Per Person)
For 3 or 4 delegates	Rs 9,000/- + 10.30% Service Tax (Per Person)
For 5 or 7 delegates	Rs 8,500/- + 10.30% Service Tax (Per Person)
For 8 or more delegates	Rs 8,000/- + 10.30% Service Tax (Per Person)
Note: Special fee	Rs 7,500/- + 10.30% Service Tax (Per Person) from Government Bodies, PSUs, Research & Academic Institutes

Private sector companies can avail the **early bird discount of 10% by registering before 5 August, 2010.**

Important Contacts

Conference enquiry

Abdul Salam Email: infra@fikki.com Tel: 011 23765082, 23325368

Delegate registrations

Shrikant S Email: shrikant.sathiamoorthy@ASAPPmedia.com / delegate@ASAPPmedia.com Mob: 09004881110 Tel: 022 65288195 (Direct)

Sponsorships

Naveen Halgekar Email: naveen@ASAPPmedia.com Mob: 09892774754 / 09004461110





Federation of Indian Chambers of Commerce & Industry (FICCI)

Established in 1927, FICCI is the largest & oldest apex organization of Indian business & industry and is the rallying point for free enterprises in India. FICCI's stand on policy issues is sought out by think tanks, governments and academia. FICCI works closely with the government on policy issues, enhancing efficiency, competitiveness and expanding business opportunities for industry through a range of specialised services and global linkages. With a nationwide membership of over 1500 corporate and over 500 chambers of commerce and business associations, FICCI speaks directly and indirectly for over 2,50,000 business units. Its publications are widely read for their in-depth research and policy prescriptions. FICCI organizes a large number of events including Exhibitions, Conferences, Seminars, Business meets etc. for promoting business.



All India Shippers Council

All India Shippers Council

All India Shippers Council (AISC) was set up in 1967. The AISC speaks for Indian shippers, both exporters and importers, at national and international forum. It is represented on a large number of Government bodies. It enjoys consultative status and its representatives are included in committees and working groups constituted by Government and other important organizations from time to time. AISC's international links include liaison with United Nations organizations like UNCTAD and ESCAP, the World Assembly of Shippers Councils etc. It also interacts frequently with counterpart shippers associations. In the Asian Region, AISC is a founder member of the Association of Shippers Council of Bangladesh, India, Pakistan and Sri Lanka (ASCOBIPS). It also closely co-operates with the Federation of ASEAN Shippers Councils. AISC is also a member of Asian Shippers Council.



ASAPP Media Information Group

ASAPP Media Information Group is a global information network in infrastructure construction and reality sector. We foster the growing network of those having interest in infrastructure, construction, reality sector and encourage the exchange of scientific, technical, commercial experts' advice and knowledge. Its commitment towards infrastructure sector is to provide a platform to all stakeholders like government agencies, policy makers, user technology developers and service providers of infrastructure, construction and reality sector community to discuss, deliberate, exchange, share knowledge and experiences in this field and collaborate for the benefit of all.



National Conference on Ports & Shipping

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Sponsorship Benefits

	Presenting Sponsor	Diamond Sponsor	Gold Sponsor	Lunch Sponsor	Session Sponsor	Silver Sponsor
Corporate Logo on backdrop and all signage's at the venue	✓	✓	✓	✓	✓	✓
Corporate brochure in the delegate kit.	✓	✓	✓	✓	✓	✓
Full page color advertisement in Infrastructure Today magazine	✓	✓	✓	✓	✓	✓
Acknowledgement of the sponsorship at the conference opening & vote of thanks and in all Pre and Post Conference communications	✓	✓	✓	✓	✓	✓
Display of standees/ rollup banner at the conference venue	✓	✓	✓	✓	×	×
Opportunity to make presentation at one of the sessions	✓	✓	✓	×	✓	×
Table space for distributing brochures	✓	✓	×	×	×	×
An exclusive "Reserved" table	✓	×	×	×	×	×
Company Logo to be displayed on delete badge lanyards	✓	×	×	×	×	×
Company Logo to be displayed on conference badges	✓	×	×	×	×	×
Branding opportunity at lunch area	×	×	×	✓	×	×
Opportunity to screen corporate film at breaks and other opportune times	120 sec	90 sec	×	×	×	×
Free delegate invites to the conference	10	6	4	4	5	3

Sponsorship Category	Amount	
	(in Rs)	(US\$)
Presenting Sponsor	Rs. 12 Lacs	\$ 30000
Diamond Sponsor	Rs. 7 Lacs	\$ 17500
Gold Sponsor	Rs. 5 Lacs	\$ 12500
Lunch Sponsor	Rs. 4 Lacs	\$ 10000
Session Sponsor	Rs. 4 Lacs	\$ 10000
Silver Sponsor	Rs. 3 Lacs	\$ 7500

* Service Tax Extra

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